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Department of
Agriculture

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Foreign
Agricultural
Service**Products Sought by Foreign Buyers**

January 30, - February 5, 1986

ALMONDS (BELGIUM). QUANTITY: ONE 20 FOOT CONTAINER. QUALITY: GRADE 18/20, 20/22, 25/28. PACKAGING: IN CARTONS. QUOTE: FOB. DELIVERY: ASAP AFTER PLACEMENT OF ORDER. CONTACT: MARTENS F., AUTOMATIC INDUSTRIES P.V.B.A., BERENDRECHT STRAAT 46, B-2020 ANTWERPEN, BELGIUM. TELEX: 71536 KKNA-B. PHONE: 3/238.70.49. (WK 6/TOFAS 0004)

ALOE VERA (JAPAN). SPECIFIC QUANTITIES AND DELIVERY SCHEDULE TO BE DECIDED LATER. BEST QUALITY FOR USE IN THE MANUFACTURE OF HEALTH FOODS AND OTHER PRODUCTS. BROCHURES REQUESTED. PACKAGING: INSTITUTIONAL PACKAGING. QUOTE: FOB AND/OR C&F. COMPANY BACKGROUND: MAJOR IMPORTER, ESTABLISHED IN 1954, WITH TOTAL ANNUAL IMPORTS OF \$7.5 BILLION. BANK REF: MITSUBISHI BANK, MAIN OFFICE, TOKYO. CONTACT: MR. ITARU TAGUCHI, MITSUBISHI CORPORATION, 3-1, MARUNOUCHI 2-CHOME, CHIYODA-KU, TOKYO, JAPAN. TELEX: J. 33333 MCTOK (ATTN.: FM-D). PHONE: (03)210-6812. (WK 6/TOFAS 0021)

BARLEY TEA POWDER (JAPAN). SPECIFIC QUANTITIES AND DELIVERY SCHEDULE TO BE DECIDED LATER. BEST QUALITY FOR USE AS HEALTH FOOD. PACKAGING: RETAIL AND/OR INSTITUTIONAL. QUOTE: FOB AND/OR C&F. COMPANY BACKGROUND: IMPORTER, ESTABLISHED IN 1985, WHICH PROJECTS FUTURE AGRICULTURAL IMPORTS OF \$500,000 A YEAR. BANK REF: SANWA BANK, IBARAKI BRANCH, OSAKA. CONTACT: MR. KIYOTERU OKIHISA, K.K. BEMPLAN, C/O SKYLARK SHIN OSAKA BLDG., 8-15, NISHI-NAKAJIMA 3-CHOME, YODOGAWA-KU, OSAKA-SHI, JAPAN. TELEX: J. 64400 OHBINBTH (REFERENCE NO. OHB-244. ATTN.: MR. OKIHISA). PHONE: (06)300-1709. (WK 6/TOFAS 0025)

BEEF MEAT (TUNISIA). SOCIETE ELLOUHOM, A MEAT AND LIVESTOCK MONOPOLY IMPORTER (VOLUME OF IMPORTS FOR 1984 24 THOUSAND MT OF BEEF CARCASS WEIGHT) HAS ISSUED A TENDER FOR A TOTAL OF 5840 MT OF BEEF MEAT OF WHICH 4000 MT CHILLED BEEF, CARCASS WEIGHT 250-350 KGS; 800 MT OF BEEF CARCASS WEIGHT 300-400 KG. DELIVERY PERIOD APRIL-AUGUST 1986. BIDS MUST BE SUBMITTED BY REGISTERED MAIL TO SOCIETE ELLOUHOM, AVENUE DU 3 AOUT 1903 EL OUARDIA TUNIS, TUNISIA NO LATER THAN FEBRUARY 18, 1986. QUOTE: MUST BE C&F. US EXPORTERS INTERESTED IN RECEIVING FRENCH LANGUAGE TENDER SHOULD CONTACT ATO TELEX 14307 USATO TN OR PHONE (01)289-383 OR (01)781-553. CONTACT: MR. TAOUFIK BEN OSMAN, SOCIETE ELLOUHOM, AVENUE DU 3 AOUT 1903, EL OUARDIA, TUNIS, TUNISIA. (WK 6/TOFAS 0022)



BOURBON WHISKY AND WINE (JAPAN). SPECIFIC QUANTITIES ARE NOT DETERMINED, HOWEVER, EXPECTED TO BE SUBSTANTIAL. BEST QUALITY. RETAIL PACKAGING. IMMEDIATE DELIVERY BY SURFACE SHIPMENT. QUOTE: C&F. COMPANY BACKGROUND: IMPORTER, ESTABLISHED IN 1970, WITH ANNUAL AGRICULTURAL IMPORTS OF \$3 MILLION. BANK REF: MITSUI BANK, EBISU BRANCH, TOKYO. CONTACT: MR. ICHIRO KIMURA, KEN INTERNATIONAL TRADER INC., C/O SUYAMA BLDG., 1-1-1, EBISU MINAMI, SHIBUYA-KU, TOKYO, JAPAN. TELEX: J. 26983. PHONE: (03)715-8273. (WK 6/TOFAS 0024)

BUTTER, SALTED AND UNSALTED (HONG KONG). WELL ESTABLISHED COMPANY SPECIALIZING IN FOOD PRODUCTS SUPPLIES TO AIRLINES AND HRI TRADE IS SEEKING RELIABLE U.S. SUPPLIERS FOR SALTED AND UNSALTED BUTTER, PREFERRABLY IN 10 GM INDIVIDUAL PACKING SUITABLE FOR AIRLINES AND HRI TRADE. ALSO WANTED FULL LINE OF DAIRY PRODUCTS SUCH AS MARGARINE, CREAM, ETC. QUANTITY: MINIMUM 20 FT CONTAINER LOAD. QUALITY: 1ST GRADE. PACKAGING: AS ABOVE SPECIFIED FOR EXPORT. DELIVERY: SOONEST. QUOTE: FOB OR C&F HONG KONG. BANK REF: THE HONG KONG AND SHANGHAI BANKING CORP., 1 QUEEN'S ROAD CENTRAL, HONG KONG. CONTACT: MR.R.E. ROUTLEY, FREDERICK PORDES & CO. LTD., G.P.O. BOX 596, GENERAL POST OFFICE, HONG KONG. TELEX: 74098 PORDE HX. PHONE: 5-546464/9. (WK 6/TOFAS 0001)

CORN (SWITZERLAND). QUANTITY: 100,000 MT. QUALITY: YELLOW, NO. 1. PACKAGING: BULK AND BAGS. BANK REF: SWISS CREDIT BANK, 5-7, RUE DU LION D'OR, 1003 LAUSANNE, SWITZERLAND. CONTACT: GEORGE DOBIAS, ALCARAI S.A. CHEMIN DES MERIERS 1, 1170 AUBONNE/VD, SWITZERLAND. TELEX: 458 414 ARI CH. PHONE: 021/76-70-31. (WK 6/TOFAS 0002)

CORN FLOUR (UNITED ARAB EMIRATES) IMPORTER, WHOLESALE AND RETAILER OF FOOD PRODUCTS IN DUBAI SINCE 1969 SEEKS U.S. SUPPLIERS OF QUALITY CORN FLOUR QUANTITY: ONE 20 FT CONTAINER. QUALITY: HIGHEST. PACKAGING: 25 KGS. OR 50 LBS. JUTE BAGS LINED WITH POLYTHELENE LAYER. DELIVERY: ASAP. OTHER REQ: BAGS MUST CARRY PRODUCTION AND EXPIRY DATES IN ENGLISH. QUOTE: C&F DUBAI, U.A.E. BANK REF: UNION BANK OF THE MIDDLE EAST, DUBAI. CONTACT: MR. JAMIL AZZAM, MANAGING DIRECTOR, DUBAI COLD STORES COMPANY, P.O. BOX 1211 DUBAI, UNITED ARAB EMIRATES. TELEX: 47617 MOJAS EM. PHONE: 250405/259007. (WK 6/TOFAS 0010)

EDIBLE NUTS (UNITED KINGDOM). QUANTITY: FULL CONTAINER LOADS. QUALITY: HAZELNUT KERNELS, 11-12, 12-14, ETC. PACKAGING: BULK CARTONS - SIZE AS CUSTOMS OF THE TRADE. DELIVERY: SEASONAL. QUOTE: UK PORT. BANK REF: BARCLAYS BANK LTD, 9 GRACECHURCH STREET, LONDON EC1. CONTACT: MR. MICHAEL GRANT, H & T WALKER LTD., WALKER HOUSE, LONDON ROAD, RIVERHEAD, NR. SEVENOAKS KENT TN13 2DN, UNITED KINGDOM. TELEX: 95679. PHONE: 0732 450712. (WK 6/TOFAS 0284)

FRESH LETTUCE (JAPAN). THREE MT FOR THE FIRST SHIPMENT. BEST QUALITY. APPROPRIATE PACKAGING. IMMEDIATE DELIVERY BY AIR SHIPMENT. QUOTATIONS: C&F. COMPANY BACKGROUND: IMPORTER, ESTABLISHED IN 1956, WITH TOTAL IMPORTS OF \$16.5 MILLION A YEAR. BANK REF: DAI-ICHI KANGYO BANK, KOJI-MACHI BRANCH, TOKYO. CONTACT: MR. AKITAKA NARA, GEO WEHRY INTERNATIONAL LTD., C/O KOJI-MACHI CENTRAL BLDG., 22-1, ICHIBAN-CHO, CHIYODA-KU, TOKYO, JAPAN. TELEX: 232-4310 WEHRY J. PHONE: (03)262-3495. (WK 6/TOFAS 0023)

FROZEN FISH (INDONESIA). REQUIRED FOR A COMPANY WHICH HAS ESTABLISHED ITSELF OVER THE PAST SEVERAL YEARS AS A SIGNIFICANT IMPORTER OF BEEF, AS WELL AS OTHER PRODUCTS. QUANTITY: 40,000 LBS. QUALITY: 1ST QUALITY. DELIVERY: 1 - 2 MONTHS AFTER CONFIRMATION. PACKAGING: STRONG STANDARD EXPORT PACKING. OTHER REQUIREMENTS: HEALTH CERTIFICATE FOR FROZEN FISH. QUOTE: CIF AND C&F. BANK REF: BANK UMUM NASIONAL, JL. PRAPATAN NO. 50, JAKARTA PUSAT, INDONESIA. CONTACT: ELIZABETH LIMAN, P.T. INDOGUNA UTAMA, JL. GAJAH MADA NO. 203, JAKARTA 11120. TELEX: 41589 BKGPA IA. PHONE: 621-951, 626-780, 644-907. (WK 6/TOFAS 0020)

FROZEN SAUSAGE AND BACON (INDONESIA). REQUIRED FOR A COMPANY WHICH HAS ESTABLISHED ITSELF OVER THE PAST SEVERAL YEARS AS A SIGNIFICANT IMPORTER OF BEEF, AS WELL AS OTHER PRODUCTS. QUANTITY: 35,660 LBS. QUALITY: GRADE A. DELIVERY: 1 - 2 MONTHS AFTER CONFIRMATION. PACKAGING: STRONG STANDARD EXPORT PACKING. QUOTE: CIF AND C&F. BANK REF: BANK UMUM NASIONAL, JL. PRAPATAN NO. 50, JAKARTA PUSAT, INDONESIA. CONTACT: ELIZABETH LIMAN, P.T. INDOGUNA UTAMA, JL. GAJAH MADA NO. 203, JAKARTA 11120. TELEX: 41589 BKGPA IA. PHONE: 621-951, 626-780, 644-907. (WK 6/TOFAS 0022)

FROZEN VEGETABLES AND FRUITS (INDONESIA). REQUIRED FOR A COMPANY WHICH HAS ESTABLISHED ITSELF OVER THE PAST SEVERAL YEARS AS A SIGNIFICANT IMPORTER OF BEEF, AS WELL AS OTHER PRODUCTS. QUANTITY: 255,000 LBS. QUALITY: GRADE A, 1ST QUALITY. DELIVERY: 1 - 2 MONTHS AFTER CONFIRMATION. PACKAGING: STRONG STANDARD EXPORT PACKING. QUOTE: CIF AND C&F. BANK REF: BANK UMUM NASIONAL, JL. PRAPATAN NO. 50, JAKARTA PUSAT, INDONESIA. CONTACT: ELIZABETH LIMAN, P.T. INDOGUNA UTAMA, JL. GAJAH MADA NO. 203, JAKARTA 11120. TELEX: 41589 BKGPA IA. PHONE: 621-951, 626-780, 644-907. (WK 6/TOFAS 0023)

GREAT NORTHERN BEANS (PHILIPPINES). A MAJOR IMPORT AGENT OR BROKER AND IMPORTER FOR PROCESSING IS LOOKING FOR RELIABLE U.S. SUPPLIER. COMPANY HAS AN IMPORT VOLUME FROM THE U.S. OF APPROXIMATELY \$50,000-199,999 PER YEAR. QUANTITY: ONE FULL CONTAINER LOAD OR MORE. QUALITY: U.S.#1. PACKAGING: IN JUTE SACKS. QUOTATIONS: C&F MANILA. CONTACT: FRANCES C. CHAN, EDWARD KELLER (PHILIPPINES) INC, 2723 PASONG TAMO, MAKATI, METRO MANILA, PHILIPPINES. (WK 6/TOFAS 0002)

HAKE, FROZEN (SWEDEN). QUANTITY: 1000 TO 1500 MT PER MONTH. DELIVERY: ASAP, FOR EGYPT. OTHER REQUIREMENTS: COMPANY IS A MAJOR EXPORTER TO THE MIDDLE EAST AREA. ANNUAL TURNOVER \$18 MILLION. QUOTE: C&F. BANK REF: SE-BANKEN. CONTACT: MR. KURT AGREN, BEVERAGES & FOODSTUFFS LTD, P.O. BOX 21058, S-100 31 STOCKHOLM, SWEDEN. TELEX: 17040 IDCOLL S. PHONE: 08/32 11 05. (WK 6/TOFAS 0014)

HYDROLIZED VEGETABLE PROTEIN (HVP) FLAVOR ENHANCER (PHILIPPINES). A MAJOR IMPORT AGENT OR BROKER AND IMPORTER FOR PROCESSING IS LOOKING FOR RELIABLE U.S. SUPPLIER. COMPANY HAS AN IMPORT VOLUME FROM THE U.S. OF APPROXIMATELY \$50,000-199,999 PER YEAR. QUANTITY: INITIAL MINIMUM ORDER. QUOTE: C&F MANILA. CONTACT: FRANCES C. CHAN, EDWARD KELLER (PHILIPPINES) INC, 2723 PASONG TAMO, MAKATI, METRO MANILA, PHILIPPINES. (WK 6/TOFAS 0003)

JOINT VENTURE, MUSHROOMS (WEST GERMANY). QUANTITY, QUALITY, PACKAGING AND DELIVERY NOT SPECIFIED. FIRM ESTABLISHED IN 1980; HAS BEEN DEALING WITH MUSHROOMS SINCE 1985. SEEKING U.S. PARTNER FOR JOINT VENTURE USING NEW TECHNOLOGY TO GROW EDIBLE MUSHROOMS UNDER GLASS. DELIVERY AND QUOTE, NOT SPECIFIED. BANK REF: OLDENBURGISCHE LANDESBANK, VECHTA LANGFOERDEN. CONTACT: MR. FRYRE, FIRMA FRYRE, LANGESTRASSE 2, D-2849 LANGVOERDEN, WEST GERMANY. TELEX: 25565 FRYLA D. PHONE: (04447) 1892. (WK 6/TOFAS 0009)

MARASCHINO CHERRIES, CANNED PEACHES, WALNUTS, AND BAKERY GOODS (TAIWAN).
 QUANTITY: COMBINED ONE 20"-CONTAINER. QUALITY: TOP & MEDIUM GRADES.
 PACKAGING & DELIVERY: TO BE NEGOTIATED. QUOTE: C&F (PRICES & FREIGHT
 SEPARATELY). BANK REF: HUA NAN COMMERCIAL BANK, LTD., LIN HAI BRANCH, 20 LIN
 HAI 1ST ROAD, KAOHSIUNG OR THE FIRST COMMERCIAL BANK, HSIN HSING BRANCH, 17
 CHUNG CHENG 4TH ROAD, KAOHSIUNG, TAIWAN. CONTACT: MR. CHENG-LONG WU,
 PRESIDENT, SWEET SUN TRADING CO., LTD., RM 1, 10F, 54 WU FU 3RD ROAD,
 KAOHSIUNG, TAIWAN. TELEX: 73618 SWTSUN. PHONE: (07) 282-7411. (WK
 06/TOFAS 0028)

MILK PRODUCTS (KUWAIT). PRIVATELY HELD FIRM, COUNTRY'S LARGEST MANUFACTURER
 DISTRIBUTOR OF JUICES, DRINKS AND DAIRY PRODUCTS SEEKS RELIABLE U.S. SUPPLIERS
 OF FROZEN FAT FOR RECOMBINING (FFR); SKIM MILK POWDER (SMP) SPRAY PROCESSED
 BOTH LOW HEAT (LH) AND HIGH HEAT (HH), SPRAY BUTTER MILK POWDER, (SBMP)
 UNSALTED BULK BUTTER (UBB). QUANTITY: FFR; 1800 MT, SMP:(LH):2700 MT
 (HH):2500 MT; SBMP:700MT; UBB:250 MT. QUALITY: FFR; 99.9% FAT; SMP; SPRAY
 PROCESSED BOTH LOW HEAT AND HIGH HEAT; SBMP:13% MILK SOLIDS; UBB:COMMERCIAL,
 82-86% FAT. PACKAGING: FFR AND UBB IN 25 KG. CARTONS; SMP AND SBMP IN 25 KG
 BAGS. DELIVERY: SPREAD OVER A YEAR. QUOTE: EX FACTORY AND FAS/FOB PER 20
 FT REEFER FOR ITEMS 1 AND 4 (FFR AND UBB), ORDINARY FOR ITEMS 2 AND 3 (SMP AND
 SBMP). BANK REF: THE NATIONAL BANK OF KUWAIT, KUWAIT. CONTACT: MR. MOHAMMAD
 EZZAT JAAFAR, THE KUWAITI DANISH DAIRY CO. LTD. P.O. BOX 835, SAFAT, KUWAIT.
 TELEX: 23054 DANKUWA KT. PHONE: 717911. (WK 6/TOFAS 0009)

MILLED RICE (SWITZERLAND). QUANTITY: 30,000 MT. QUALITY: HIGHEST.
 PACKAGING: BULK AND BAGS. BANK REF: SWISS CREDIT BANK, 5-7, RUE DU LION
 D'OR, 1003 LAUSANNE, SWITZERLAND. CONTACT: GEORGE DOBIAS, ALCARAI S.A.,
 CHEMIN DES MERIERS 1, 1170 AUBONNE/VD, SWITZERLAND. TELEX: 458 414 ARI CH.
 PHONE: 021/76-70-31. (WK 6/TOFAS 0007)

PEANUT POWDER (WEST GERMANY). QUANTITY: 20 MT MONTHLY. QUALITY: NOT
 SPECIFIED. PACKAGING: BOXES. COMPANY WAS ESTABLISHED IN 1981. ACTS AS
 IMPORT AGENT FOR MEXICAN SWEETS. PEANUT POWER FOR MARZIPAN PRODUCTION.
 DELIVERY: CONTINUOUS. QUOTE: FOB US GULF PORT. BANK REF:
 DEUTSCH-SUEDAMERIKANISCHE BANK AG, HAMBURG. CONTACT: *. SUCOMEC
 HANDELSGESELLSCHAFT, DOROTHEENSTRASSE 15, P.O. BOX 605264, D-2000 HAMBURG 60
 WEST GERMANY. PHONE: (040) 270 2822. TELEX: 2174809 SUM D. (WK 6/TOFAS
 0010)

PINE CHIPS AND MAPLE TREE SEEDLINGS (JAPAN). SPECIFIC QUANTITIES AND
 DELIVERY SCHEDULE TO BE DECIDED LATER. PACKAGING: INSTITUTIONAL PACKAGING.
 QUOTE: FOB AND/OR CIF TOKYO. COMPANY BACKGROUND: IMPORTER, ESTABLISHED IN
 1976, WITH AGRICULTURAL IMPORTS OF \$9.5 MILLION A YEAR. BANK REF: ROYAN BANK
 OF CANADA, HIBIYA BRANCH, TOKYO. CONTACT: MR. PATRICK DONAHUE, INTERAL ASIA
 CO., LTD., C/O MEKONG BLDG., 2-12-4, HONGO, BUNKYO-KU, TOKYO JAPAN. TELEX:
 J. 34799 IGCINBTH (ATT.: ITC-216). PHONE: (03)815-1688. (REMARKS: MR.
 DONAHUE WILL BE IN CANADA FROM FEBRUARY THROUGH MAY 1986. ADDRESS IN CANADA:
 INTERAL MARKETING INC., 320 DE BERNIERES, QUEBEC CITY, QUEBEC, CANADA G1R2L7.
 TELEX: (21)0513049 INTERAL QBC. PHONE: 418-524-3503. (WK 6/TOFAS 0026)

POTATOES (FRESH) (WEST GERMANY). QUANTITY: 30.000 MT PER MONTH. QUALITY:
 MINIMUM 6 CM IN DIAMETER, FIRM COOKING. PACKAGING: CONTAINER OR 50 KG
 POLYBAGS. OTHER: POTATOES ARE DESTINED FOR BEIRUT. COMPANY ACTS AS AN AGENT.
 DELIVERY: ASAP. QUOTE: CIF BEIRUT (FOR CONTAINERS AND POLYBAGS SEPARATELY).
 BANK REF: DEUTSCHE BANK AG, ESSEN. CONTACT: MR. LICHTENBERG, TOLARAM
 DEUTSCHLAND GMBH, MAX-KEITH-STRASSE 39, D-4300 ESSEN 1, WEST GERMANY. TELEX:
 8571470 TLRM. PHONE: (0201) 25 30 03. (WK 6/TOFAS 0007)

POULTRY - HEN MEAT/PARTS (BELGIUM). (A) QUANTITY: 20 TO 50 TONS MONTHLY. QUALITY: COOKED HEN MEAT ONLY FROM BREAST, MUST BE 100% WHITE MEAT, SKINLESS, BONELESS, UNCUT AND BLOCK-FROZEN, GOOD TO VERY GOOD QUALITY. PACKAGING: 10 KILO CARTONS. OTHER REQ: WANTS TO RECEIVE INDICATIONS AS TO PERCENTAGE WATER CONTENTS, ALBUMEN AND FAT CONTENTS. QUOTE: CIF/ROTTERDAM AND CIF/ANTWERP. (B) QUANTITY: 20 TO 100 TONS MONTHLY. QUALITY: COOKED HEN MEAT, ONLY FROM LEGS, MUST BE 100% DARK MEAT, SKINLESS, BONELESS, UNCUT AND BLOCK-FROZEN, GOOD TO VERY GOOD QUALITY. PACKAGING: 10 KILO CARTONS. QUOTE: CIF/ROTTERDAM AND CIF/ANTWERP. OTHER REQ: WANTS TO RECEIVE INDICATIONS AS TO PERCENTAGE WATER CONTENT, ALBUMEN AND FAT CONTENT. (C) QUANTITY: 20 TO 100 TONS MONTHLY. QUALITY: COOKED HEN MEAT, ABOUT 40% WHITE MEAT AND 60% DARK MEAT, NATURAL PROPORTIONS, SKINLESS, BONELESS, UNCUT AND BLOCK FROZEN, GOOD TO VERY GOOD QUALITY. PACKAGING: 10 KILO CARTONS. OTHER REQ: WANTS TO RECEIVE INDICATIONS AS TO THE PERCENTAGE OF WATER, ALBUMEN AND FAT CONTENT. QUOTE: CIF/ROTTERDAM AND CIF/ANTWERP. CONTACT: MR. LOJKA, SOCIETE ALIMENTAIRE MOSANE, RUE DE LABIE, 86, B-5040 LEUZE, BELGIUM. TELEX: 59584 SAM B. PHONE: 81/51.27.94. (WK 6/TOFAS 0006)

PROFESSIONAL VEGETABLE SEED PACKETS (KENYA). SOME 20 TO 25 DIFFERENT TYPES OF KITCHEN VEGETABLES REQUIRED, I.E. CABBAGES, CARROTS, TOMATOES, LETTUCE, ONIONS, CAULIFLOWER, ETC. END USERS WILL BE LARGE- AND SMALL-SCALE AFRICAN FARMERS. QUANTITY: 200-500,000 OVERDRIED VEGETABLE SEED PACKETS. QUALITY: FIRST QUALITY; 90-95% GERMINATION; LONG SHELF LIFE. PACKAGING: MULTI-PLY AIRTIGHT SEALED ENVELOPES. DELIVERY: IN 3 OR 4 CONSIGNMENTS BETWEEN AUGUST AND MARCH OF EACH LOCAL AGRICULTURAL YEAR. OTHER REQ: GUARANTEED CONTINUED TYPE AND QUALITY STANDARDS ALONG THE YEARS. QUOTE: AFTER PRELIMINARY CORRESPONDING, UNIT PRICES FOB US PORT/AIRPORT WILL BE CALLED FOR. BANK REF: ALGAMENE BANK NEDERLAND N. V., P. O. BOX 30262, NAIROBI. CONTACT: A. DENTI, MANAGING DIRECTOR, AGECA (E.A.) LTD., P. O. BOX 11228, NAIROBI, KENYA. TELEX: 22899 ANOOP. CABLE: CIPLECOR NAIROBI. PHONE: 22098 OR 33255. (WK 6/TOFAS 0601)

PROTEIN CONCENTRATE (IRAQ). FOR LAYERS, BROILERS AND BREEDERS FROM ANIMAL SOURCES. QUANTITY: 60,000 MT. QUALITY: AS PER FOLLOWING SPECIFICATIONS: CRUDE PROTEIN, 50% MIN; PEPSIN DIGESTABLE, 85% MIN; PROTEIN, CRUDE FIBER, 3.5% MAX; ETHER EXTRACT, 8% MAX; SALT, NOT TO BE ADDED; METABOLIZABLE ENERGY, 2300KCAL-2500KCAL, 2300-2500 KCAL; CALCIUM, 8 - 10%; AVAILABLE PHOSPHOUROUS, 4% MIN; LYSIN, 3% MIN; METHIONIN/CYSTACIN, 3%, 3.5%; VITAMIN A, 187500 IU MIN, 200000 IU MIN; VITAMIN D3, 25000 IU MIN, 25000 IU MIN; VITAMIN E, 375 IU MIN, 375 IU MIN; VITAMIN K, 62 MG MIN; THIAMINE, 37 MG MIN; RIBOFLAVIN, 100 MG MIN; PANTHOTENIC ACID, 187 MG MIN; NIACIN, 500 MG MIN. BIOTIN, 3.75 MG MIN; FOLIC ACID, 18.75 MG MIN; VITAMIN B6, 87 MG MIN; VITAMIN B12, 0.25 MG MIN; CHOLIN, 18750 MG MIN, 15000 MG MIN; ETHOXQMIN, 1150 MG MIN, 1100 MG MIN; COPPER, 100 MG MIN; MANGANESE, 937 MG MIN; ZINC 875 MG MIN; IRON 1000 MG MIN; IODIN 5 MG MIN; SELENIUM 1.5 MG. PACKAGING: BAGS OF 50 KG MADE OF POLYPROPYLENE STITCHED BY SEWING MACHINE PROPERLY, NAME OF MATERIAL AND KIND, LETTER OF CREDIT NUMBER, NAME OF ESTABLISHMENT AND MANUFACTURING DATE MUST BE MENTIONED ON EACH BAG; EACH 20 TONS MUST BE BANDED ALONE AS BALES INSIDE HATCHES IF THEY SHIPPED WITHOUT CONTAINERS.

PROTEIN CONCENTRATE (IRAQ), CONTINUED, DELIVERY: THE MATERIAL MUST BE SHIPPED AS FOLLOWING: 5000 MT LAYER PLUS 10000 MT BROILER PLUS 2500 MT BREEDER WITHIN 25 DAYS FROM DATE OF RECEIVING LETTER OF CREDIT; 5000 MT LAYER PLUS 10000 MT BROILER PLUS 2500 MT BREEDER WITHIN 50 DAYS FROM DATE OF RECEIVING LETTER OF CREDIT; 5000 MT LAYER PLUS 10000 MT BROILER WITHIN 75 DAYS FROM DATE OF RECEIVING LETTER OF CREDIT; 5000 MT LAYER PLUS 5000 MT BROILER WITHIN 100 DAYS FROM DATE OF RECEIVING LETTER OF CREDIT; PROVIDED THAT THERE MUST BE A PERIOD OF TEN DAYS BETWEEN ONE SHIPMENT AND THE OTHER. QUOTE: FOB LOADING PORT STOWED AND TRIMMED ON HATCHES, C&F ON BASE FOT FOR AQABA, KUWAIT AND ISKENDERUN; C&F BAGHDAD BUYER STORES ON BOARD OF TRUCK. BANK REF: RAFIDAIN BANK, MAIN BRANCH, BAGHDAD. TELEX: 212634 ALAF IK. PHONE: 751-3339. PAYMENT: IRREVOCABLE AND DIVISIBLE LETTER OF CREDIT WILL BE OPENED WITHIN 35 DAYS FROM DATE OF SIGNING THE CONTRACT. A BID BOND OF 3% OF THE TOTAL TENDER IS REQUIRED TO BE VALID FOR AT LEAST 1 MONTH FROM CLOSING DATE, MUST BE ISSUED THROUGH RAFIDAIN BANK. TECH. SPECS, PENALTIES ON DIFFERENCE IN QUALITY & MORE DETAILS CAN BE OBTAINED BY PURCHASING COPY OF TENDER FROM ABOVE MENTIONED ESTABLISHMENT FOR THE AMOUNT EQUAL TO 100 I.D. (1 I.D. EQUALS 3.2 USD). CONTACT: DIR. GEN.: MR. YOUNIS JERJIS, STATE ESTAB. FOR FEED, FUDHALIYAH - P.O. BOX 20017, BAGHDAD, IRAQ. (WK 6/TOFAS 0021)

RAW CANE SUGAR (WEST GERMANY). QUANTITY: 4,000-8,000 MT PER YEAR. QUALITY: STANDARD. PACKAGING: LOOSE. DELIVERY: CONTINUOUS. QUOTE: FOB USA GULF PORT. BANK REF: DEUTSCH SUEAMERIKANISCHE BANK AG, HAMBURY. CONTACT: MR. RICARDO BUCHHOLZ-CORDEIRO, SUCOMEC HANDELS GMBH, DOROTHEENSTRASSE, 15 - P.O. BOX 60 52 64, D-2000 HAMBURG 60, WEST GERMANY. TELEX: 2174809 SUM D. PHONE: (040) 27 85 36. (WK 6/TOFAS 0008)

RAW EDIBLE NUTS INCLUDING PECANS AND PISTACHIOS (JAPAN). ONE CONTAINER FOR THE FIRST SHIPMENT. QUALITY: BEST. PACKAGING: INSTITUTIONAL. DELIVERY: SCHEDULE TO BE DECIDED LATER. QUOTE: C&F. COMPANY BACKGROUND: IMPORTER, ESTABLISHED IN 1970, WITH AGRICULTURAL IMPORTS OF \$15 MILLION A YEAR. BANK REF: NORIN CHUO BANK, MAIN OFFICE, TOKYO. CONTACT: MR. MITSUO TORIZUKA, SANNO TRADING CO., LTD., C/O PLAZA EDOGAWABASHI, 1-23-6, SEKIGUCHI, BUNKYO-KU, TOKYO, JAPAN. TELEX: 2324-160 SANOH J. PHONE: (03)268-0541. (WK 6/TOFAS 0028)

SAUSAGE CASINGS (TAIWAN). QUANTITY, QUALITY, PACKAGING & DELIVERY: TO BE NEGOTIATED. QUOTE: CIF AND FOB. BANK REF: A) THE CHANG HWA COMMERCIAL BANK, TA AN BRANCH, TAIPEI. CONTACT: MR. D. C. JEN, LIN FONG INDUSTRIES CO., LTD., 7F, 136 SEC. 2 KEELUNG ROAD, TAIPEI, TAIWAN. TELEX: 23120 EVEREST. PHONE: (02) 700-9531. (WK 06/TOFAS 0030)

SAWN WOODS, WHITE POPLAR, YELLOW POPLAR, RED OAK, WHITE OAK, BIRCH, WHITE ASH, RED ELM AND GRAY ELM (ULMUS SP.) (JAPAN). ONE CONTAINER. QUALITY: FAS AND/OR NO. 1 COMMON. SIZE: 4/4 INCH AND 5/4 INCHES. APPROPRIATE PACKAGING. DELIVERY: SCHEDULE TO BE DECIDED LATER. QUOTE: C&F. COMPANY BACKGROUND: WHOLESALER, ESTABLISHED IN 1954, WITH ANNUAL TOTAL SALES OF \$125 MILLION. BANK REF: HIGO BANK, MAIN OFFICE, KUMAMOTO. CONTACT: MR. KENICHI SAWADA, TONAN SANGYO CO., LTD., 50-1, MIZU-MACHI, UTO-SHI, KUMAMOTO-KEN, JAPAN. TELEX: 766987 KMATSK J. PHONE: (0964)-23-1086. (WK 6/TOFAS 0022)

SEEDLESS RAISINS, ALMONDS, DRIED APPLES, DRIED CHERRIES (TAIWAN).

QUANTITY: ONE 17 MT CONTAINER/MONTHLY OF EACH OF THE ABOVE PRODUCTS.

QUALITY: TOP & MEDIUM GRADES. PACKAGING: 1) BULK 2) UNDER 150 GM (ALUMINUM FOIL). DELIVERY: APRIL/MAY. QUOTE: C&F TAIWAN. BANK REF: THE CHANG HUA COMMERCIAL BANK LTD., CHENG TUNG BRANCH, 9, SECTION 3 NANKING EAST ROAD, A/C #11159. CONTACT: KEN CHENG HOU, MANAGER, YO HSIN ENTERPRISES LTD., 16 SEC 3, CHIEN KUO NORTH ROAD, TAIPEI, TAIWAN. TELEX: 21533 FIRSTTEL ATTN NINCO. CABLE: NINCO TAIPEI. PHONE: (02) 503-8754. (WK 06/TOFAS 0029)

SELECT U.S. BEEF LIVER AND BEEF KIDNEYS (SWEDEN). QUANTITY: LIVER; 1000 MT PER MONTH; KIDNEY; 500 MT PER MONTH. PACKAGING: LIVER: 11-12 KG/PIECE, 2 PIECES/CARTON; KIDNEY; 30 LBS PIECES, 3 PIECES/CARTON, BOTH PRODUCTS CRYOVAC PACKED. DELIVERY: ASAP, FOR EGYPT. OTHER REQ: COMPANY IS A MAJOR EXPORTER TO THE MIDDLE EAST AREA. ANNUAL TURNOVER \$18 MILLION. QUOTE: C&F. BANK REF: SE-BANKEN. CONTACT: MR. KURT AGREN, BEVERAGES & FOODSTUFFS LTD, P.O. BOX 21058, S-100 31 STOCKHOLM, SWEDEN. TELEX: 17040 IDCOLL S. PHONE: 08/32 11 05. (WK 6/TOFAS 0013)

TALLOW FOR SOAP MANUFACTURE (PHILIPPINES). A MAJOR IMPORT AGENT OR BROKER AND IMPORTER FOR PROCESSING IS LOOKING FOR RELIABLE U.S. SUPPLIER. COMPANY HAS AN IMPORT VOLUME FROM THE U.S. OF APPROXIMATELY \$50,000-199,999 PER YEAR. QUANTITY: ONE FULL CONTAINER LOAD. QUALITY: REFINED, BLEACHED, DEODORIZED, OTHER TYPES. PACKAGING: IN DRUMS. DELIVERY: ASAP. QUOTE: C&F MANILA. CONTACT: FRANCES C. CHAN, EDWARD KELLER (PHILIPPINES) INC, 2723 PASONG TAMO, MAKATI, METRO MANILA, PHILIPPINES. (WK 6/TOFAS 0001)

TURKEY MEAT/PARTS (BELGIUM). (A) QUANTITY: 20 TO 50 TONS MONTHLY. PACKAGING: 10 KILO CARTONS. QUALITY: CUTS MUST BE OF GOOD QUALITY, BONELESS, SKINLESS OR BONELESS WITH SKIN. QUOTE: CIF/ROTTERDAM AND CIF/ANTWERP. (B) TURKEY PARSON'S NOSE (POPE'S NOSE) QUANTITY: 20 TO 50 TONS MONTHLY. QUALITY: BLOCK-FROZEN. PACKAGING: AS CHEAP AS POSSIBLE. QUOTE: CIF/MATZDI-ZAIRE AND CIF LOME-TOGO. (C) TURKEY WING MEAT; QUANTITY: 20 TO 50 TONS MONTHLY. QUALITY: WING MEAT MUST BE OF GOOD QUALITY, SKINLESS AND BONELESS OR BONELESS WITH SKIN. PACKAGING: 10 KILO CARTONS. QUOTE: CIF/ROTTERDAM AND CIF/ANTWERP. CONTACT: MR. LOJKA, SOCIETE ALIMENTAIRE MOSANE, 86 RUE DE LABIE, B-5040 LEUZE, BELGIUM. TELEX: 59584 SAM B. PHONE: 81/51.27.94. (WK 6/TOFAS 0006)

WHEAT (SWITZERLAND). QUANTITY: 50-70,000 MT. QUALITY: HIGHEST. PACKAGING: BULK AND BAGS. BANK REF: SWISS CREDIT BANK, 5-7, RUE DU LION D'OR, 1003 LAUSANNE, SWITZERLAND. CONTACT: GEORGE DOBIAS, ALCARAI S.A., CHEMIN DES MERIERS 1, 1170 AUBONNE/VD SWITZERLAND. TELEX: 458 414 ARI CH. PHONE: 021/76-70-31. (WK 6/TOFAS 0003)

WHEY PROTEIN CONCENTRATE (CANADA). ONE OF LARGEST TRADING FIRMS IN CANADA, ESTABLISHED IN 1935 WOULD LIKE TO DISCUSS CONDITION OF PRODUCT BY PHONE. QUANTITY: 40,000 LBS/WEEK. QUALITY: FEED GRAIN. PACKAGING: 3 PLY KRAFT PAPER BAGS, 50 LBS. EACH. DEADLINE: 02/20/86. DELIVERY: FOB PLANT IN U.S. BANK REF: CANADIAN IMPERIAL BANK OF COMMERCE, KING AND JARVIS ST. TORONTO. CONTACT: MR. BRIAN FLEMING, RONALD A. CHISHOLM CO., 2 FLOOR St. WEST, SUITE 2501, TORONTO, ONTARIO M4W 3K3, CANADA. TELEX: 0622281. PHONE: 416-967-6700. (WK 6/TOFAS 8603)

WHITE CANE SUGAR (PAKISTAN). A TRADING - FIRM WITH TOTAL IMPORT VOLUME OF DOLS. 250,000 WANTS TO IMPORT FOR REPROCESSING. QUANTITY: 100,000 MT. QUALITY: REFINED CANE WHITE SUGAR CRYSTAL. PACKAGING: MOISTURE PROOF BAGS OF 100 KGS. DELIVERY: IMMEDIATE. QUOTE: FOB/C&F KARACHI. BANK REF: HABIB BANK LTD, MARRIOT ROAD, KARACHI. CONTACT: MOHAMMAD ABDULLAH, A. J. NAWAB & CO, 64/5, WALI MARKET, MURAD KHAN ROAD, KARACHI-0207, PAKISTAN. TELEX: 255336 RSHYD. CABLE: TRADE GUIDE. PHONE: 224539, 234355. (WK 6/TOFAS 0039)

WHITE MILLET AND CANARY SEEDS (THAILAND). FIRM IS INTERESTED IN PURCHASING 30-50 TONS PER SHIPMENT PER QUARTER. WOULD LIKE QUOTATION ON BOTH CIF AND FOB BANGKOK. BANK REF: BANGKOK BANK, BANG KAE BRANCH, 387 MOO 4 PHETKASEM ROAD, BANGKOK 10160. CONTACT: MR. PATHOM PHIPHOBSIRIRATN, MANAGER, P. P. R. IMPORT EXPORT CO., LTD., 121 INTARAPHITAK ROAD, THONBURI, BANGKOK 10600, THAILAND. PHONE: 421-0852. (WK 6/TOFAS 0001)

WHOLE CHICKENS, FRESH, CHILLED, FROZEN (UNITED KINGDOM). WANTS CHICKEN/TURKEY AND/OR PARTS - RAW AND COOKED. QUANTITY: TO BE AGREED. QUALITY: USDA GRADE A. PACKAGING: STANDARD US PACKAGING. DELIVERY: END 1986. QUOTE: UK PORT. BANK REF: LLOYDS BANK PLC. CONTACT: MR. JULIUS KINGSLEY, CROWN FOODS LTD., BRITANNIA HOUSE, STATION STREET, LYMINGTON HAMPSHIRE, UNITED KINGDOM. TELEX: 477177 CROWN F G. PHONE: 0590 76911. (WK 6/TOFAS 0286)

WILD RICE (WEST GERMANY). QUANTITY: 20 MT. QUALITY: NATURAL LAKE, PADDY (DIFFERENT QUALITIES). PACKAGING: 25 LB BAGS. DELIVERY: BEFORE NEXT HARVEST. COMPANY WAS ESTABLISHED IN 1978. ACTS AS IMPORTER FOR EUROPE. PLEASE SEND SAMPLE TOGETHER WITH OFFER. COMPANY INTERESTED ONLY IN CONTACT WITH DIRECT U.S. PRODUCERS/EXPORTERS. QUOTE: FOB US EAST COAST FOR 1 1/2 MT, 2 1/2 MT, 5 MT AND 20 MT. BANK REF: FRANKFURTER VOLKSBANK, FRANKFURT. CONTACT: MR. KURT BECKER, ELDEKO-VETRIEB, DARMSTAEDER LANDSTRASSE 264, D-6000 FRANKFURT/MAIN 70, WEST GERMANY. TELEX: 4189426 ELKO D. PHONE: (069) 682006. (WK 6/TOFAS 0011)

(A) WINES B) CIGARETTES (TAIWAN). QUANTITY & PACKAGING: TO BE NEGOTIATED. QUALITY: MEDIUM-TOP GRADE. DELIVERY: END OF 1986. QUOTE: CIF TAIWAN. BANK REF: LANK BANK OF TAIWAN, CHUNG LI BRANCH. NOTE: IMPORTER WISHES TO ACT AS AGENT FOR AMERICAN WINE & CIGARETTE. CONTACT: JEFF LEE, OFFER LEE ENTERPRISE LTD., 8F-7, 233 SEC 4 CHUNGSHIAO E. RD, TAIPEI, TAIWAN. TELEX: 23362 OFFERLEE. CABLE: OFFERLEE TAIPEI. PHONE: (02) 741-0685. (WK 06/TOFAS 0027)

(A) WINES B) CIGARETTES (TAIWAN). QUANTITY, QUALITY, PACKAGING & DELIVERY: TO BE NEGOTIATED. QUOTE: CIF TAIWAN. BANK REF: CITY BANK OF TAIPEI, SAVING DEPT. NOTE: IMPORTER WISHES TO ACT AS AGENT FOR AMERICAN WINE & CIGARETTE. CONTACT: MR. T. Y. WU, PRESIDENT, GREAT LION CO., LTD., P.O. BOX 19-247, TAIPEI, TAIWAN. TELEX: 21291 GTLION. CABLE: "GTLION" TAIPEI. PHONE: (02) 321-4287. (WK 06/TOFAS 0026)

GUIDELINES FOR RESPONDING TO INQUIRIES

Based on comments from firms to Foreign Agricultural Service representatives aboard, there are two main reasons companies are unsuccessful in their attempts to develop trade relationships from opportunities presented--delays in responding to trade inquiries and ineffective correspondence. The following guidelines may prove helpful when responding to trade inquiries.

ALWAYS REPLY QUICKLY

USE TELEX. Telex is the communication mode expected by most foreign buyers. If more details are required, a brief telephone call is also an effective way to indicate your interest. delay gives the edge to your competition. unless otherwise specified by foreign inquiry, correspondence in English is acceptable.

ALWAYS RESPOND COMPLETELY

ON YOUR FIRM. Furnish bank and trade references, pertinent company history, and relevant exporting experience. It is also useful to mail a copy of your annual sales report. Establish your firm as a reliable source of supply.

ON YOUR PRODUCT. Supply complete product information. Use the metric system of measurement. American standard weights, measures and dimensions have little meaning in most overseas countries. When responding by mail, descriptive and illustrative brochures should be include, but not relied on, to do the whole selling job.

ON YOUR PRICE. Include full price information when possible, and a devivery date. Quote the price requested or a CIF price (cost, insurance, and freight) to a port in the inquirer's country. A freight forwarder will be able to help you determine insurance and freight prices for the products involed. Specific terms of payment should be clearly stated. Information provided should, whenever possible, be sufficient for the customer to place an order without the delay of further correspondence.

ALWAYS REPLY EFFECTIVELY

BE SPECIFIC. Ask specific questions to pinpoint buyer's needs. If the inquiry does not clearly specify products or services desired, let the buyer know what you have available. Do not neglect imprecise inquiries.

BE DISCRETE. Seek credit data from sources other than the overseas firm. Personal requests for credit information are considered discourteous in many countries. Such information is easily obtained from reliable and objective sources such as your bank's international department.

BE ORIGINAL. When replying by mail, do not use form letters. Form letters are frequently discarded by overseas buyers. Keep correspondence friendly and interesting. Avoid using slang. Create an impression of personal and exclusive interest.

BE ACCURATE. Check the correct address of the foreign firm, whatever mode of reply. When writing, do not discard the envelope until you are sure the complete address (including the country) is on the firm's letterhead. The return address should provide your company's full name and address, including "U.S.A.". After the zip code. Include your cable address and telephone number.

BE SMART. Do not disregard inquiries with less-than-perfect English. Quite possibly, it is a legitimate sales lead but the writer knows English only as a second language. Also, if the printing quality of the stationery does not meet standards you ordinarily expect, keep in mind that printing standards in your correspondent's country might be quite different. Despite first impression, the inquiry may be from a reputable, well-established firm.

FOLLOW-UP. If a reply is not received within a reasonable time, follow-up with a second telex. You may have missed the original export opportunity, But may still be able to begin a business relationship.

Marketing Announcement

Paris, France. This year's largest European trade - only International Food Show, the Salon International d'Alimentation SIAL, will take place from October 21-24, 1986. Over 100,000 executives from 124 countries attend this giant expo, in search of new ideas and products. The U.S. is among the nearly 60 countries which have reserved space for a National Pavilion in this year's SIAL. Explore world markets by participating in major trade shows such as SIAL, the cost - effective way to sell overseas. For further information and an application, please contact:

SIAL '86
Export Programs Division
Foreign Agricultural Service
Rm. 4944-S
Washington, D.C. 20250
Telephone: (202) 447-3031

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AIMS is now accepting Master Card and Visa orders by telephone for new and old companies alike. Use this method of payment for instant renewal of your Export Briefs, or when ordering a Foreign Importer List, or International Marketing Profile. It's quick and easy -- with no paperwork. Call (202) 447-7103.

Marketing Announcements

Marketing briefs are periodically prepared by the Agricultural Trade Offices. They serve as short overviews of individual commodity markets. The guides are designed for trade visitors. The most recent marketing briefs available are as follows:

<u>Country</u>	<u>Market Briefs by Subject</u>	
United Kingdom	1. Peanuts	20. Furskins
"	2. Kiwifruit	21. Strawberries
"	3. Petfood	22. Beer
"	4. Meats	23. Sweet Peppers
"	5. Raspberries	24. Chili Peppers
"	6. Sunflower Seeds	25. Mangoes
"	7. Garlic	26. Grocery Retailing
"	8. Wine	27. Apples
"	9. Pulses	28. Grapes
"	10. Consumer Cooking Oils	29. Pears
"	11. Pineapple Juice	30. Food Processing and Food
"	Servicing Market	
"	12. Cigars	31. Peaches
"	13. Honey, Beeswax, and Royal Jelly	32. Almonds
"	14. Pistachios	33. Walnuts
"	15. Fresh Water	34. Rice
"	Fish	35. Onions
"		36. Carrots and Turnips
"	16. Asparagus	37. Health Food Market
"	17. Cherries	
"	18. Avocados	38. Raisins
"	19. Plums	39. Melons
West Germany	1. Frozen Foods	
"	2. Pistachios	
"	3. AQUACULTURE - Potential Market	
"	4. Frozen Blueberries	
"	5. Chanterelle Mushrooms	
Singapore	1. Fresh Fruits	
"	2. Fresh vegetables	
"	3. Poultry, Meat and Fish	
"	4. Changing Food Shopping Habits	
Tunisia	Tunisian Value Added Products	
Saudi Arabia	1. Saudi Taste in Vegetables	
"	2. Saudi Arabia's 1984 Imports (Value-Added Products)	

If you wish to order specific guides, please write or phone the following

Division: USDA/Export Programs Division
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